



THE ALBANIA BUSINESS AND INVESTMENT SUMMIT

An international 2-day event in

TIRANA



28– 29 April 2005

***The Meeting place for Finance, Investor, Business Leaders and SMEs
looking at the Albanian market***

EUROPEAN FINANCE CONVENTION FOUNDATION

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The Albania Business and Investment Summit

Introduction

We are pleased to announce that The Albania Business and Investment Summit will take place in Tirana, at the Sheraton Hotel, on 28-29 April 2005.

High ranking Senior Representatives of the economic, industrial and financial circles will meet on this occasion with the objective of promoting the development of co-operation between Albanian and the Balkan region and to establish wider interconnections with the EU countries.

This event will largely focus on investment and trade opportunities in Albania as well as on the financial services sectors within the evolving economic, banking, and financial environment.

The economy is now at an important stage of macro-economic stabilization aimed at strengthening its foreign economic relations and increasing the volume of trade, finance and investment. Economic co-operation with both EU and the Region is now one of the Government's main objectives.

This major Summit on the potential of Albania's economy is expected to attract a wide and influential audience from the private and public sectors and to enable them to exchange views, in a perfect environment, on the benefits of such a co-operation and tapping thus a market poised to play an important role in an expanding Balkan region.

The participants will include highest governmental experts, businessmen and representatives of companies and financial institutions from more than 20 countries.

Speakers from the private sector will be added to the programme on a first-come first-served basis.

The Summit will be opened on Thursday 28 April at 16.00 by H.E. Namik Dokle, Deputy Prime Minister of Albania. This Opening Address will be followed by the first panel session of the Summit.

An evening cocktail will be hosted at approx. 19.30 (venue to be advised) while the next Summit sessions will start on Friday 29 April at 09.00.

We look forward to meeting with you in Tirana and to developing an useful and lasting profitable relationship.

Delegate Profile

The wide range of topics to be addressed by Senior Officials of the Albanian Government, Representatives from European and Supra-national Organisations, as well as experts from the private sector will attract an audience of decision-makers within the large industrial and commercial companies from energy (oil, gas, electricity), utilities, infrastructure project (water, contractors, developers, building materials) sectors, as well as telecommunications, mechanical engineering, textiles, food, transportation, goods manufacturing and processing, chemicals and pharmaceuticals.

Managers from Small and Medium-sized Enterprises in many sectors of activity will find this Summit of interest as well.

It will also have a particular appeal to Senior Executives and Manager from Banking, Investment, Insurance, Legal, Consulting and other financial Institutional circles.



The Albania Business and Investment Summit

Proposed Programme and Speaker Invitees

Thursday 28 April 2005

15.30 Registration of the participants and Welcome Coffee

16.00 *Opening Address*
H.E. Namik Dokle,*
 Deputy Prime Minister, Albania

16.20 – 18.15 **PANEL SESSION 1: OVERALL INVESTMENT CLIMATE**

• *National Strategy for Social and Economic Development (NSSED)* • *Acceleration of Albania's European Integration process*
 • *Complying with the Millenium Development Goals (MDG)* • *Key policy issues affecting business and investment*
 • *The investment climate and the business image of the Country* • *Improving macro-economic and financial sector stability, and maintaining the price stability* • *Albania's sovereign debt and ratings outlook.*

Anastas Angjeli,
 Minister of Economy, Albania

Adrian Fullani,
 Chairman,
 Bank of Albania

Lutz Salzmann,
 Head of Delegation in Albania,
 European Commission

Pierre Semaan,
 President,
 Foreign Investors Association of Albania

Ian Peters Olters,
 Resident Representative in Albania,
 International Monetary Fund

A view from **a rating agency**

A view from **a banking institution**

19.30 Evening cocktail reception for all the participants, speakers and sponsors

Friday 29 April 2005

09.00 – 10.45 **PANEL SESSION 2: TRADE, EXPORT, REGIONAL AND EU CO-OPERATION**

• *Strategies implemented to promote Albanian export* • *Role of the Chambers of Commerce and other business organisation's in that context* • *Free trade agreements in the Region – how they impact on cross-border trade* • *Improving the operational environment for intra-regional business* • *New trading opportunities offered to the private sector* • *Overview of trade relations and trade regime between Albania and the EU* • *Examples of regional co-operation (with Macedonia, Serbia, B&H, Montenegro, Kosovo) and the role of Albania within the broader Adriatic zone* • *The 'Support for Trade Regulation and Trade Promotion' project*

Ermelinda Meksi,
 Minister for Integration, Albania

Gavin Jones,
 Team Leader, Trade Liberalisation and Promotion Project,
 EC-UNDP, Albania

Selim Belortaja,
 Executive Director,
 Albanian Center for International Trade

A view from **a legal firm**

Neritan Mullai,
 Executive Director,
 Export Promotion Agency, Albania

Luan Bregasi,
 President,
 Union of Tirana Chambers of Commerce and Industry,
 Albania

Adriana Civici,
 Director, Integration Department,
 Ministry of Economy, Albania

10.45 – 11.15 Coffee break and networking in exhibition area

11.15 – 13.00 **PANEL SESSION 3: FOREIGN INVESTMENT AND PRIVATISATIONS**

• *A practical guide to Foreign Direct Investment in Albania – legal framework and regulations, governmental organs involved, investment approval, work permits, accounting and financial reports, tax and custom duties system, foreign exchange regulations, sale of investment, transfer of profit abroad, etc.*

Dashamir Mezini,
 Director,
 Albanian Economic Development Agency (AEDA)

A Senior Representative from the
American Chamber of Commerce in Albania

* Awaiting final confirmation



The Albania Business and Investment Summit

Petrit Ago,
General Director,
General Directorate of Customs, Albania

A view from an **auditing / consulting firm**

Estela Dashi,
Executive Director,
Albanian Foreign Investment Promotion Agency

A view from a **legal firm**

• *Attracting Investments in Albania – the role of the International Organisations*

Declan Murphy,
Programme Director, Investment Compact,
OECD, France

Ana Gjokutaj,
World Bank Country Office,
Albania

John Moran,
Director,
Investment Development for Central & Eastern Europe,
Overseas Private Investment Corporation, USA

Anna-Kristina Stjärnerklint,
UN Resident Coordinator,
UNDP Resident Representative,
Albania

• *Privatisation process of Albania's public assets and services – achievements, projects going on and future opportunities for the foreign investors*

A senior Representative from **Ministry of the Public Economy and Privatisation**

• *Albanian SMEs looking for foreign investors and joint-ventures*

Gavril Lasku,
Director, Agency for SMEs

13.00 – 14.10 Luncheon

14.15 – 16.00 **PANEL SESSION 4: FINANCING INFRASTRUCTURE, MUNICIPAL NEEDS AND TOURISM DEVELOPMENT**

• *Role of International Financial Institutions (IFIs) in funding infrastructure projects* • *Private sector participation in Public Services and utilities – encouraging Public Private Partnership (PPP)* • *The UNDP-Development Partnership – examples of multilateral and bilateral development / funding organisations operating in Albania* • *Managing the urban growth – the case of Albania* • *The local Governance Programme* • *Tapping the tourist potential* • *Focus on Transport and Energy sectors*

Spartak Poci,
Minister of Transport and Communications,
Albania

Harry Birnholz,
Mission Director,
USAID, Albania

Mary O'Mahony,
Expert, Regional Infrastructure and Intra-Regional Trade,
Working Table II,
Stability Pact for Southeastern Europe, Belgium

Natasha Mistry,
LGP Regional Coordinator,
United Nations Development Programmes
Albania

Jacqueline Coolidge,
Regional Program Coordinator Europe,
FIAS, the World Bank Group

Besim Islami,
Head,
National Agency of Energy, Albania

Doris Andoni,
Ministry of Territorial Adjustment and Tourism, Albania

Speaker from the **private sector**: consulting, construction, IT

16.00 – 16.30 Coffee break and networking in exhibition area

16.30 – 17.30 **PANEL SESSION 5: FINANCIAL SERVICES DEVELOPMENT, BANKS, SECURITIES AND PRIVATE EQUITY**

• *How Albania's banking sector is moving in line with the rest of Europe* • *Reforms in the financial sector – improvement of legal framework and consolidation* • *Towards a modern financial and banking market* • *Banking – ownership structure, fresh capital, improved corporate governance and catching up with technology* • *Albanian and Balkan banking opportunities – Regional developments and plans* • *Prospect of a maturing securities market and private equity development.*

Fatos Ibrahimi,
First Deputy Governor,
Bank of Albania

Murat Yildiran,
Head of Office,
EBRD, Albania

A view from a **banking Institution**

A view from a **brokerage firm**

17.30 End of the Summit and Farewell Drink



The Albania Business and Investment Summit

MARKETING & CORPORATE PACKAGE OPPORTUNITIES

OPTION A:

EXHIBITORS @ EURO 3.500

Benefits include:

- ◆ Your colour logo (second size) to appear on the Summit website and Delegate Folder;
- ◆ Company logo hyper linked to your corporate website on the official Summit website;
- ◆ Stand space (app. 3 x 2 m) in the main exhibition area. Opportunity to display and to distribute relevant promotional information and literature. Computerised presentations are welcome. Telephone, ASDL and ISDN lines upon request (subject to extra-cost);
- ◆ 2 free passes per day offering full access to the exhibition area, all Summit sessions, coffee breaks, pre-lunch cocktail, luncheon and evening reception.

OPTION B:

CO-SPONSORS @ EURO 7.000

Benefits include:

- ◆ Your colour logo (second size) to appear on the Summit website and Delegate Folder;
- ◆ Company logo hyper linked to your corporate website on the official Summit website;
- ◆ Opportunity to host a 20 minutes presentation on any subject relevant within the context of this Summit and related to your expertise. Day of your presentation subject to availability (first-come first-served basis). To include your participation within a selected panel discussion;
- ◆ Up to 10 free passes per day, offering full access to your guests to the exhibition area, all Summit sessions, coffee breaks, pre-lunch cocktail, luncheon and evening reception.

OPTION C:

SPONSORS @ EURO 10.000

Benefits include:

- ◆ Your colour logo (second size) to appear on the Summit website and Delegate Folder;
- ◆ Company logo hyper linked to your corporate website on the official Summit website;
- ◆ Stand space (app. 3 x 2 m) available in the main exhibition area. Opportunity to display and to distribute relevant promotional information and literature. Computerised presentations are welcome. Telephone, ASDL and ISDN lines upon request (subject to extra-cost);
- ◆ Opportunity to host a 20 minutes presentation on any subject relevant within the context of this Summit and related to your expertise. Day of your presentation subject to availability (first-come first-served basis). To include your participation within a selected panel discussion;
- ◆ Up to 15 free passes per day, offering full access to your guests to the exhibition area, all Summit sessions, coffee breaks, pre-lunch cocktail, luncheon and evening reception.



The Albania Business and Investment Summit

OPTION D:

MAJOR SPONSORS @ EURO 15.000

Benefits include:

- ◆ Your colour logo (first size) to appear on the Summit website and Delegate Folder;
- ◆ Company logo hyper linked to your corporate website on the official Summit website;
- ◆ Stand space (app. 3 x 2 m) available in the main exhibition area. Opportunity to display and to distribute relevant promotional information and literature. Computerised presentations are welcome. Telephone, ASDL and ISDN lines upon request (subject to extra-cost);
- ◆ Opportunity to host a 25 minutes presentation on any subject relevant within the context of this Summit and related to your expertise. Day of your presentation subject to availability (first-come first-served basis). To include your participation within a selected panel discussion;
- ◆ Up to 20 free passes per day, offering full access to your guests to the exhibition area, all Summit sessions, coffee breaks, pre-lunch cocktail, luncheon and evening reception. Including 2 VIP top table of ten for luncheon;
- ◆ Official host of a pre-lunch cocktail for all participants (all catering costs included);
- ◆ Acknowledgement in the Summit brochure of your company as host of a pre-lunch cocktail;
- ◆ Opportunity to hand out corporate promotion during the selected pre-lunch cocktail.
- ◆ Full page ad in the Delegate Folder (printed copies to be supplied by Sponsor).

OPTION E:

MAIN PARTNERS @ EURO 25.000

Benefits include:

- ◆ Your colour logo (first size) to appear on the Summit website and Delegate Folder;
- ◆ Company logo hyper linked to your corporate website on the official Summit website;
- ◆ Stand space (app. 3 x 2 m) available in the main exhibition area. Opportunity to display and to distribute relevant promotional information and literature. Computerised presentations are welcome. Telephone, ASDL and ISDN lines upon request (subject to extra-cost).
- ◆ Opportunity to host a 30 minutes presentation on any subject relevant within the context of this Summit and related to your expertise. Day of your presentation subject to availability (first-come first-served basis). To include your participation within a selected panel discussion;
- ◆ Up to 25 free passes per day offering full access to your guests to the exhibition area, all Summit sessions, coffee breaks, pre-lunch cocktail, luncheon and evening reception. Including 3 VIP top tables of ten for luncheon;
- ◆ Official host of a luncheon or of an evening reception for all participants (all catering costs included). Choice of the day subject to availability (first come first served basis);
- ◆ Acknowledgement in the Summit brochure of your company as host of a luncheon or an evening reception;
- ◆ Opportunity to hand out corporate promotion during the selected luncheon or evening reception;
- ◆ Possibility to make a welcome address at the luncheon or evening reception or alternatively to have a guest speaker (keynote address) of your choice;
- ◆ Formal menu of the luncheon or invitation cards to the evening reception with your corporate logo;
- ◆ Full page ad in the Delegate Folder (printed copies to be supplied by Sponsor).

For further information, we welcome your call to:

- Tanguy de Craecker (Brussels Office)
Tel.: +32 2 733 5940 – Fax: +32 2 733 6440
✉: info@euroconvention.com
- Claudio Cassuto (London Office)
Tel.: +44 20 7381 9291 – Fax: +44 870 1340 064
✉: cassuto@euroconvention.com



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PLEASE FAX TO +32 2 733 64 40

ADMINISTRATIVE DETAILS AND TERMS

FEES

Fees are listed in the Registration Form below and include participation in the Summit, refreshments, luncheons, cocktails and documentation material as well.

REGISTRATION

Full payment is required prior to the Summit and can be made by cheque or bank transfer. Also send or fax completed registration form and payment advice to the following address: 30 Lenneke Marelaan, 1932 Zaventem, Belgium – Fax: +32 2 733 64 40 – e-mail: info@euroconvention.com

PAYMENT

Please send SWIFT payment (SWIFT CODE: KREDGB2X-via KREDBEBB) to E.F.E.C. BRUSSELS SPRL, account in EURO n° 63050861, IBAN Code: GB54KRED16105963050861 c/o KBC Bank (London Branch), 5th Floor, Old Broad Street 111, London EC2N 1BR, United Kingdom.

Alternatively, we will welcome your cheque made payable to European Finance Convention Foundation and mailed to the following address: 30, Lenneke Marelaan, 1932 Zaventem, Belgium.

CANCELLATION

Cancellations must be received in writing by April 1, 2005 and will be subject to 50% administrative charge. In case of cancellation after this date, you will be liable for the full Summit fee. A substitute delegate will be accepted at any time, but please notify the organisers before the Summit.

TRAVEL AND ACCOMMODATION

Delegates are also responsible for the arrangement and payment of their own travel and accommodation. A block of rooms will be set aside for delegates at the Sheraton Tirana Hotel. Details of available hotels will be sent to you, when you are registered to the Summit, for direct booking with the hotel.

VENUE

The Summit will take place at the Sheraton Tirana Hotel, Sheshi Italia – Tirana, Albania. Tel.: +355 4 274707 Fax.: +355 4 274711 e-mail: reservations.tirana@sheraton.com

More information on hotel are available on their website: www.starwoodhotels.com/sheraton

LANGUAGE

The working language of the Summit will be English and Albanian.

MARKETING OPPORTUNITIES

Limited opportunities still exist to host luncheons, afternoon presentations or for exhibition/display space. Please enquire for availability

For further information, we welcome your call to:

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e-mail: info@euroconvention.com
- Claudio Cassuto (London Office)
tel: +44 20 7381 9291, fax: +44 870 1340 064
e-mail: cassuto@euroconvention.com

REGISTRATION FORM

Yes, I would like to register for "The Albania Business & Investment Summit" to be held in Tirana, 28-29 April 2005

DELEGATE DETAIL

Please complete in block capital letters using one form per person and photocopying for extra-delegates.

First Name Mr/Ms

Family Name

Company

Position

Address

Postcode City

Country

Telephone

Fax

E-mail

SUMMIT FEES (PLEASE TICK THE BOX) ☒

☐ Registering 1 delegate for the Summit € 1.250

☐ Registering 2 delegates for the Summit € 1.900

For 3 delegates or more, please contact us for a special discount

☐ Information/Display Table in the Exhibition area € 1.750
1 delegate for the Summit

Delegates from an Albanian company are entitled to register at a special reduced fee

☐ Registering 1 delegate for the Summit € 750

☐ Registering 2 delegates for the Summit € 1.150

For 3 delegates or more, please contact us for a special discount

Total €

METHODS OF PAYMENT

- ☐ by Bank transfer to E.F.E.C. Brussels SPRL, account in EURO n°63050861, IBAN Code: GB54KRED16105963050861 c/o KBC Bank (London Branch), 5th Floor, 111, Old Broad Street, London EC2N 1BR, UK - (SWIFT CODE: KREDGB2X-via KREDBEBB)
- ☐ Cheque made payable to European Finance Convention Foundation, 30, Lenneke Marelaan, B-1932 Zaventem, Belgium

Date:----- Signature:-----

(Please note that in completing this registration form, you undertake to adhere to our cancellation and payment terms)

E.F.E.C BRUSSELS SPRL and the European Finance Convention Foundation reserve the right to alter or amend the content of the programme, the venue and/or the speakers, in case of unforeseen circumstances